R J Reynolds Tobacco Company

Mark Young
New York Metro

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To: All NY Metro Managers

Winston Box Product Availability

■ *Indicates Regions that have achieved their 8/29/97 goal!*

Suggested Goals: (for 8/29/97)	90% Winston Box	85% Winston Lt.Box	75% Winston Lt.Box 100	50% Winston Ultra Box	50% Winston U. Box 100
Boston	97.6%	97.1%	91.0%	57.2%	58.8%
New York	94.8%	88.9%	80.4%	64.1%	61.3%
	(#3 nationally)	(#5 nationally)	(#3 nationally)	(#1 nationally)	(#1 nationally)
Philly	93.9%	89.5%	74.8%	39.7%	32.3%
Buffalo	95.5%	88.3%	66.7%	45.1%	43.4%
Pittsburgh	93.0%	86.0%	50.1%	39.0%	38.0%
Cinn.	90.9%	87.9%	42.8%	36.4%	35.2%
W-S	89.0%	87.5%	68.5%	37.6%	36.8%
Atlanta	93.4%	91.6%	79.6%	40.1%	38.8%
S.Florida	94.8%	93.9%	87.8%	42.0%	41.0%
Dallas	84.2%	74.3%	68.9%	49.5%	48.7%
Richmond	87.6%	81.8%	60.0%	28.9%	28.4%
N.Calif	91.1%	74.6%	54.0%	16.1%	15.9%
S.Calif	94.0%	79.3%	71.9%	19.2%	16.5%
Seattle	94.1%	86.9%	73.8%	13.7%	13.6%
Houston	95.9%	78.3%	67.3%	49.1%	49.1%
Chicago	88.8%	83.9%	23.5%	29.3%	27.1%
Minn.	92.6%	88.2%	30.5%	36.6%	34.8%
Denver	87.2%	75.1%	53.8%	44.7%	44.5%
Detroit	81.3%	78.6%	20.1%	19.1%	18.1%
St.Louis	88.0%	81.5%	59.2%	53.5%	43.4%

As everyone can see, the NYM Region is once again doing what the company pays us to do ...."*Generate Results*". Every division should know exactly where they stand on Winston Box Distribution. If you're not up to the Region's number .... then you know what needs to be done before the end of September!

As I've said before...."***Well Done to the Complete Region Team***"!

Sincerely,

Mark Young

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Source: https://www.industrydocuments.ucsf.edu/docs/jldp0000